

# User Guide on R Package NBDdirichlet

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## 1 Introduction

The Dirichlet (aka NBD-Dirichlet) model is a well known marketing research model for describing the purchase incidence and brand choice of consumer products<sup>1</sup>. We estimate the model and summarize various theoretical quantities of interest to marketing researchers. We also provides functions for making tables that compare observed and theoretical statistics.

A user can simply use the function `dirichlet` to estimate the model, after supplying the following minimum set of parameters:

**cat.pen** A numeric vector of product category penetration, which is the observed proportion of category buyers over a specific time period.

**cat.buyrate** A numeric vector of Category buyers' average purchase rate in a given period. This is derived as the total number of category purchase occasions divided by the total number of category buyers during a time period.

**brand.share** A numeric vector of brand market share. We typically define it as the proportions of purchase occasions that belong to different brands during the time period.

**brand.pen.obs** A numeric vector of observed brand penetration, which is the proportion of buyers for each brand during the time period.

**brand.name** A character vector of the brand names. If not given (default), use "B1", "B2", "B3", etc.

Then the user can apply the method functions `print`, `plot`, and `summary` on the object returned from the `dirichlet` function to make various model observations.

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<sup>1</sup>*The Dirichlet: A Comprehensive Model of Buying Behavior.* G.J. Goodhardt, A.S.C. Ehrenberg, C. Chatfield. *Journal of the Royal Statistical Society. Series A (General)*, Vol. 147, No. 5 (1984), pp. 621-655

## 2 Usage Illustration

We use the data from the example mentioned in <sup>1</sup> (section 3). They are Toothpaste purchase data in UK in 1st quarter of 1973 from the AGB panel (5240 static panelists).

From the data we can calculate the following:

- The overall penetration of the toothpaste category is 56%.
- The toothpaste buyer spends an average £2.6 per quarter.
- The market share and penetration of each brand is shown in the following table:

Brand Name:	Colgate DC	Macleans	Close Up	Signal	ultrabrite
Market Share:	0.25	0.19	0.1	0.1	0.09
Market Penetration:	0.2	0.17	0.09	0.08	0.08
Brand Name:	Gibbs SR	Boots Priv. Label	Sainsbury Priv. Lab.		
Market Share:	0.08	0.03	0.02		
Market Penetration:	0.07	0.03	0.02		

Thus we can supply the following input to the model:

```
cat.pen <- 0.56 # Category Penetration
cat.buyrate <- 2.6 # Category Buyer's Average Purchase Rate in a given period.
brand.share <- c(0.25, 0.19, 0.1, 0.1, 0.09, 0.08, 0.03, 0.02) # Brands' Market Share
brand.pen.obs <- c(0.2,0.17,0.09,0.08,0.08,0.07,0.03,0.02) # Brand Penetration
brand.name <- c("Colgate DC", "Macleans","Close Up","Signal","ultrabrite",
"Gibbs SR","Boots Priv. Label","Sainsbury Priv. Lab.")
```

Then we can call the main function to estimate the NBD-Dirichlet model:

```
library(NBDdirichlet)
dobj <- dirichlet(cat.pen, cat.buyrate, brand.share, brand.pen.obs, brand.name)
```

It will not produce any visible result. But we can quickly check the 3 estimated NBD-Dirichlet model parameters ( $M, K, S$ ).

```
print(dobj)
```

```
Number of Brands in the Category = 8
Brand List : Colgate DC : Macleans : Close Up : Signal : ultrabrite : Gibbs SR : Boots Priv. La
Brands' Market Shares: 0.25 0.19 0.1 0.1 0.09 0.08 0.03 0.02
Brands' Penetration: 0.2 0.17 0.09 0.08 0.08 0.07 0.03 0.02
Multiple of Base Time Period: 1 , Current M = 1.456
```

```
Category Penetration = 0.56 , with Buying Rate = 2.6
Estimated Dirichlet Model Parameters:
NBD: M = 1.46 , K = 0.78 ; Dirichlet: S = 1.3
```

More detailed analysis can be obtained by the `summary` method function.

```
summary(dobj)
```

```
$buy
```

	pen.brand	pur.brand	pur.cat
Colgate DC	0.20	1.82	3.16
Macleans	0.16	1.76	3.22
Close Up	0.09	1.68	3.30
Signal	0.09	1.68	3.30
ultrabrite	0.08	1.67	3.31
Gibbs SR	0.07	1.66	3.32
Boots Priv. Label	0.03	1.62	3.37
Sainsbury Priv. Lab.	0.02	1.61	3.38

```
$freq
```

	0	1	2	3	4	5	6+
Colgate DC	0.80	0.12	0.04	0.02	0.01	0	0.01
Macleans	0.84	0.10	0.03	0.01	0.01	0	0.00
Close Up	0.91	0.06	0.02	0.01	0.00	0	0.00
Signal	0.91	0.06	0.02	0.01	0.00	0	0.00
ultrabrite	0.92	0.05	0.02	0.01	0.00	0	0.00
Gibbs SR	0.93	0.05	0.01	0.01	0.00	0	0.00
Boots Priv. Label	0.97	0.02	0.01	0.00	0.00	0	0.00
Sainsbury Priv. Lab.	0.98	0.01	0.00	0.00	0.00	0	0.00

```
$heavy
```

	Penetration	Avg Purchase	Freq
Colgate DC	0.34		1.61
Macleans	0.27		1.57
Close Up	0.15		1.51
Signal	0.15		1.51
ultrabrite	0.13		1.50
Gibbs SR	0.12		1.49
Boots Priv. Label	0.05		1.46
Sainsbury Priv. Lab.	0.03		1.45

```
$dup
```

Colgate DC	Macleans	Close Up
1.00	0.19	0.10
Signal	ultrabrite	Gibbs SR
0.10	0.09	0.08
Boots Priv. Label	Sainsbury Priv. Lab.	
0.03	0.02	

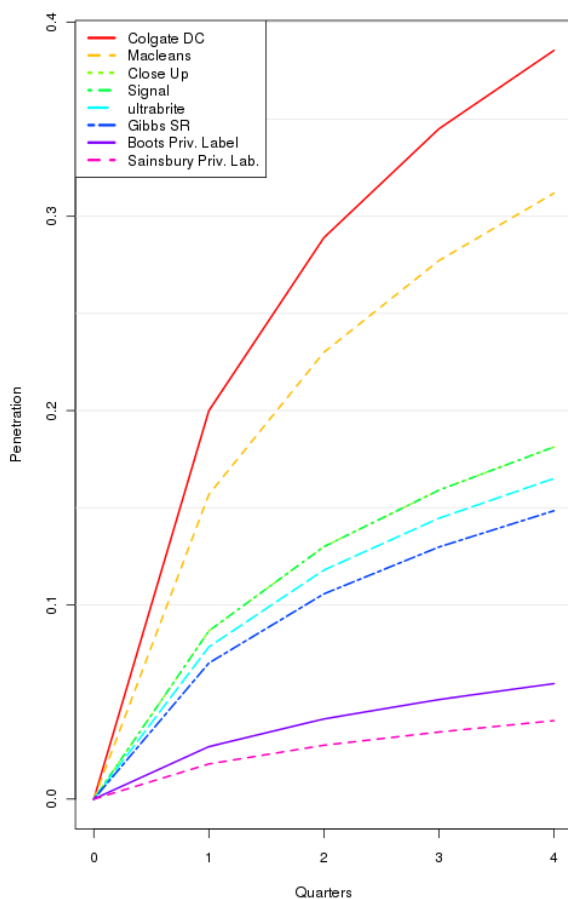
Finally we can plot the theoretical penetration growth and buying rate growth across multiple brands according to the Dirichlet model over a specified time sequence<sup>2</sup>.

```
plot(dobj)
```

---

<sup>2</sup>Default to 4 times of the observation period in input data. So if we use quarterly data, the output is annulized. This multiple (4) can be changed using the member function `period.set` within the model object `dobj`.

Theoretical Penetration Growth of Retailer Over 4 Quarters



Theoretical Shopping Rate Growth Over 4 Quarters

